

TO: Dealer Principals, General Managers, Sales Managers, Fleet Managers	FROM: Rob Teitelbaum, Department Manager Fleet Operations
RE: June 2019 Fleet Incentive Enhancement for ALL Fleet Accounts	DATE: June 1, 2019

Fleet Operations is pleased to announce incentive enhancements effective June 1, 2019. These incentive enhancements apply to **ALL FLEET ACCOUNTS** and **will remain in effect through July 01, 2019.**

Model Class		Fleet Incentive
		MY19
<b>A - Class</b>	Sedan	\$500
<b>CLA</b>	Coupe	\$2,000
<b>C - Class</b>	Sedan	\$1,500
	Coupe	\$1,000
	Cabriolet	\$1,500
<b>E - Class</b>	Sedan & Wagon	\$3,250
	Coupe & Cab	\$500
<b>CLS</b>	Coupe	\$500
<b>S - Class</b>	Sedan	\$8,500
	S450V/V4	\$3,500
	Coupe & Cab	\$500
	Maybach	\$8,500
<b>SL</b>	Roadster	\$2,000
<b>SLC</b>	Roadster	\$1,000
<b>GLA</b>	SUV	\$2,000
<b>GLC</b>	SUV	\$2,250
	GLC350e4	\$2,500
	Coupe	\$500
<b>GLE</b>	SUV	\$1,500
	Coupe	\$500
<b>GLS</b>	SUV	\$2,500
<b>G - Class</b>	SUV	\$500

\*Support removed from all MY2018 Models

Model Class		Fleet Incentive
		MY20
<b>GLE</b>	SUV	\$500

Affinity partners who use an automated control number generation platform will continue to require their members to log on to the respective website to participate in our fleet program. This requirement is made to ensure the applicant's member status is active and in good standing.

Program forms are being updated to reflect this enhancement. If a customer's form is not current, the updated incentive may be written in by the selling dealer. MSS will reimburse your dealership the enhanced fleet incentive after the fleet DDR is submitted. These incentives may not be applied retroactively to cars already DDR'd. **All fleet sales for incentive enhancements must be DDR'd by close of business July 01, 2019.**

**Prior to finalizing the transaction, please verify program compatibility by referencing the monthly Compatibility Matrix, AND check the validity of the Control Number in NetStar using the 'Control Number Inquiry Screen'.** Fleet Programs are not eligible for use with Brokers. Broker involvement will result in audit failure and chargeback. Strict adherence to program guidelines will ensure the ongoing security and integrity of our programs. Inquiries can be directed to your National Account Manager or the Fleet Operations Department at (866) 628-7232. NetStar questions should be directed to the NetStar help desk at (888) 963-8782.

